

SERVICES CONTRACT

ITEM: 4-S
260-7191

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DEPARTMENT/PROGRAM: Budget and Management (DBM)
Office of Budget Analysis

CONTRACT ID: 050R5800163;
Strategic Budgeting Services
ADPICS NO. 050B5800143

CONTRACT DESCRIPTION: Consulting services contract to assist State agencies in performing strategic budgeting activities. Contract also includes a Commercial-off-the-shelf (COTS) software tool.

AWARD: CMAT International, Inc.
Baltimore, MD

TERM: 6/6/2005 - 6/30/2010

AMOUNT: \$700,000 Est. (5 Years, 25 Days)

PROCUREMENT METHOD: Competitive Sealed Proposals
(Small Business Reserve)

BIDS OR PROPOSALS: See Attachment

MBE PARTICIPATION: None (Small Business Reserve Contract)

FUND SOURCE: Various (paid by agencies; see Requesting
Agency
Remarks below)

INCUMBENT: None

ITEM: 4-S (Cont)

REQUESTING AGENCY REMARKS: A notice of the availability of the Request for Proposals (RFP) was advertised in the *Maryland Contract Weekly*, at the DBM

website and at *eMarylandMarketplace.com*. Copies of the RFP were emailed to 57 vendors. Responses were limited to Maryland certified small businesses.

Ten offers were received for this contract. Only four were deemed reasonably susceptible of being selected for award as indicated in the Attachment.

This contract will enable State agencies to access consulting services, as needed, to assist them in performing strategic budgeting activities. The services will permit review of agency programs and costs per unit-of-output or outcome. The included COTS software tool will enable the efficient manipulation of strategic budgeting data during these activities.

CMAT International, Inc. ("CMAT") is recommended for award. It is the lowest cost offeror. Even though it is the fourth ranked technical offeror, CMAT has been deemed to be the most advantageous offeror to the State because the technical expertise of the other offerors is offset by their substantially higher costs which are from 65% to 100% higher.

The *Award Amount* shown above is different than the *Offer Amount* shown in the Attachment. The *Offer Amount* was based upon a model in the RFP for evaluation purposes. Also, the *Award Amount* is estimated and is based upon fixed software costs, fixed hourly consulting and user rates and estimated consulting hours established in the contract. The actual amount paid to the contractor may be more than the estimated *Award Amount*. Payment will be made only for the actual amounts of consulting services and software provided.

RESIDENT BUSINESS: Yes

MD TAX CLEARANCE: 05-0976-0000

Board of Public Works Action - The above referenced Item was:

APPROVED DISAPPROVED DEFERRED
WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION